



artisan scientifique

BUSINESS DEVELOPMENT MANAGER EUROPE

full-time position – PARIS based

Capsum, an innovative and key contract manufacturer within the cosmetics industry, is looking for a **Business Development Manager for the European market**. Under the supervision of the Head of Europe Sales (based in Paris) and as part of a fun international team of business developers, you will be the key contact between brands (clients and prospects) and our internal R&D department.

THE JOB

- Identify and prospect new businesses
- Build long term collaborative relationships with existing customers
- Interact and meet brands marketing teams to dream up their next products
- Identify profitable product development opportunities
- Collaborate daily with Capsum internal teams
- Build product briefs in line with Customers' needs and Capsum's offer
- Drives growth revenue + profit
- Custom commercial offers
- Negotiate contracts manufacturing and closing sales
- Report to the Head of Europe Sales
- Gathering market & Customer information and providing feedback on trends

EXPERIENCE / QUALIFICATIONS

- A minimum of 7 years' experience in B2B contract manufacturing focusing on skincare finish/ turnkey products
- Expert in Beauty B2B sales
- Established connections with major France & Northern Europe skincare luxury brands executives
- Skilled in engaging and managing new and existing customers
- Rare inter-personal skills
- Strong prospecting skills with an energetic phone & direct presence
- Awareness on innovation & sustainable manufacturing
- Basic knowledge of beauty product development
- Ability to work with cross-functional teams
- Ability to travel 50% of time
- English: native or fully fluent

PERSONALITY

Passionate about skincare, makeup, hair care & clean cosmetics, with a fun and positive attitude, you enjoy challenges and winning sales. You have strong networking skills, are a quick-learner and a go-getter. You are both a good communicator and a great listener! Organization and adaptability are some of your strong suits!

*You are motivated and ready to join an innovative company with rapid growth?
Send us your application at job@capsum.eu and **specify the reference KAMEUR**.
We will consider all applications fairly and we value skills and experiences above all.*

Offer published on the 18th March 2022.

ABOUT CAPSUM

Founded in 2008, Capsum has become, in a few years, a key actor of the beauty industry thanks to its unique microfluidic expertise and its innovative and refreshing take on formulation. As a true scientific craftsman, the company creates bespoke 'dream' products for brands within the sector. Today, Capsum works with creative and emerging beauty brands as well as French and international established groups. More than 250 employees are currently contributing and fueling tomorrow's successes. Present in France (HQ in Marseille and Aix Les Milles) and in the US (Austin, Texas), Capsum also owns a showroom in Paris.